



#### **OBJECTIVE**

1. How to Differentiate?

2. Sage is the most qualified candidate.



## **MISSION**

- Safe Access
- Pharmaceutical Grade
- Medical Cannabis
- Qualified patients





#### COMPLIANCE

- Dedicated to Compliance
- MDPH Regulations
- State Law
- Local Law





#### BETHE BEST

- Best-In-Class Operations
- Corporate Values
- Commitment to Community





## THE PEOPLE



## **EXECUTING THE PLAN**



## Decades of Experience





Michael Dundas, Esq.



David Rosenberg



Mary Lou Woodford, RN



Robert Goldstein



Jean Casale, R.Ph



Louis Karger



#### **EXECUTION**

How to Build a Best in Class Organization in an Industry that Doesn't Exist?



#### How We Got Here

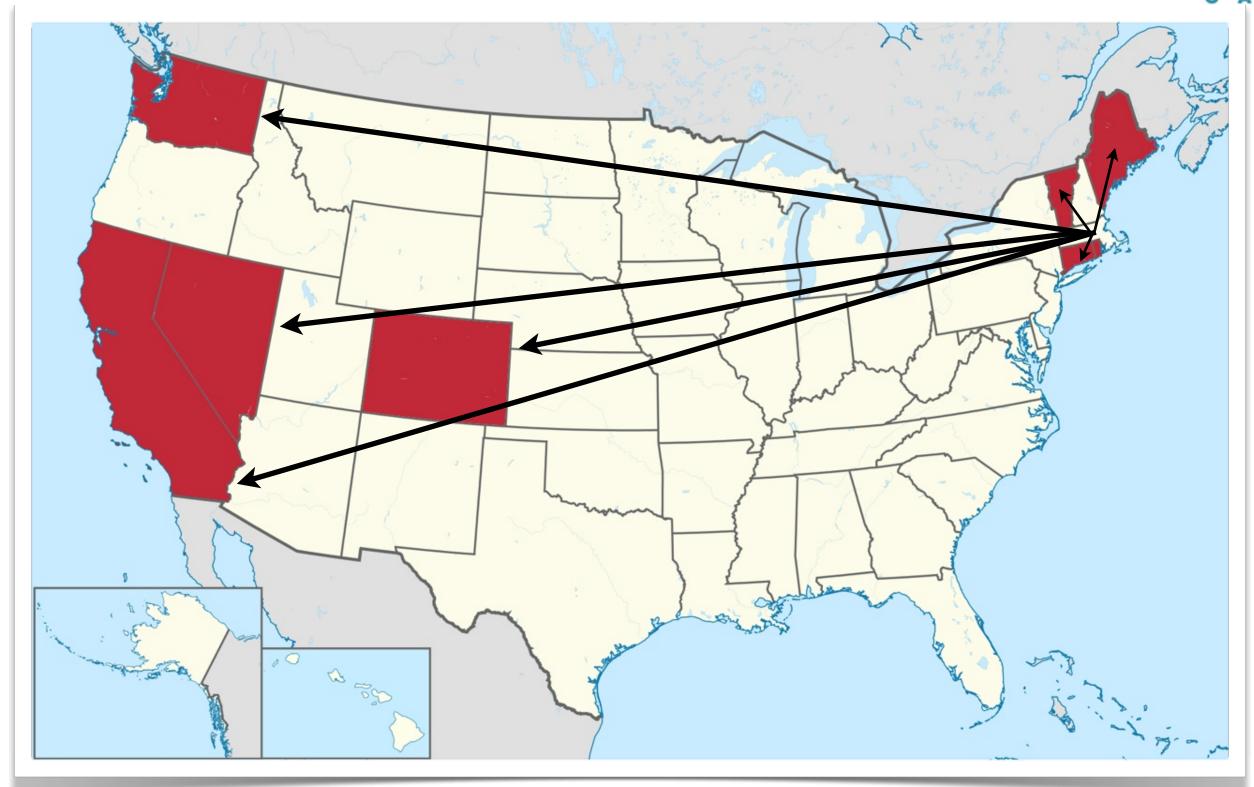
- Ballot initiative passed 63% to 37% in 2012.
- DPH received **181** applications for licensure.

• After intense vetting process, 20 groups were selected.

• Those 20 re-vetted and only 9 received final approval.

## Research & Development

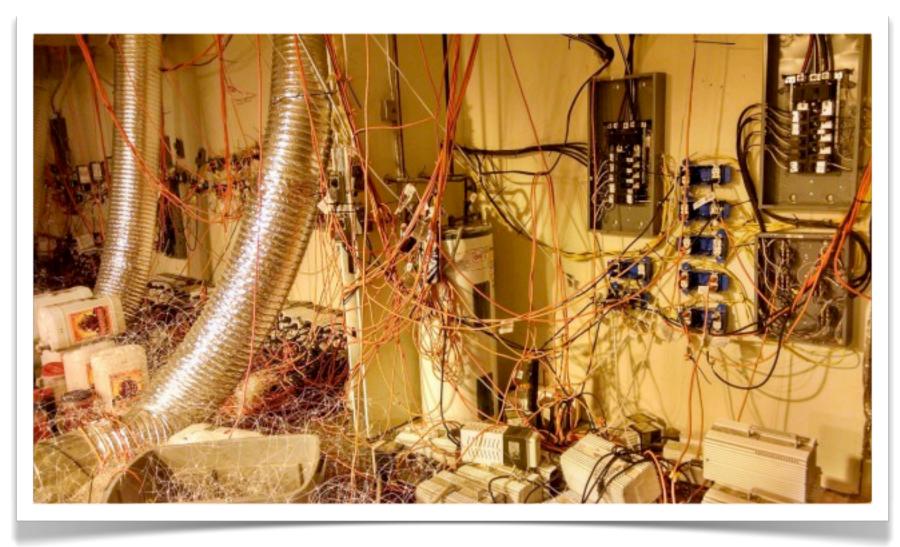






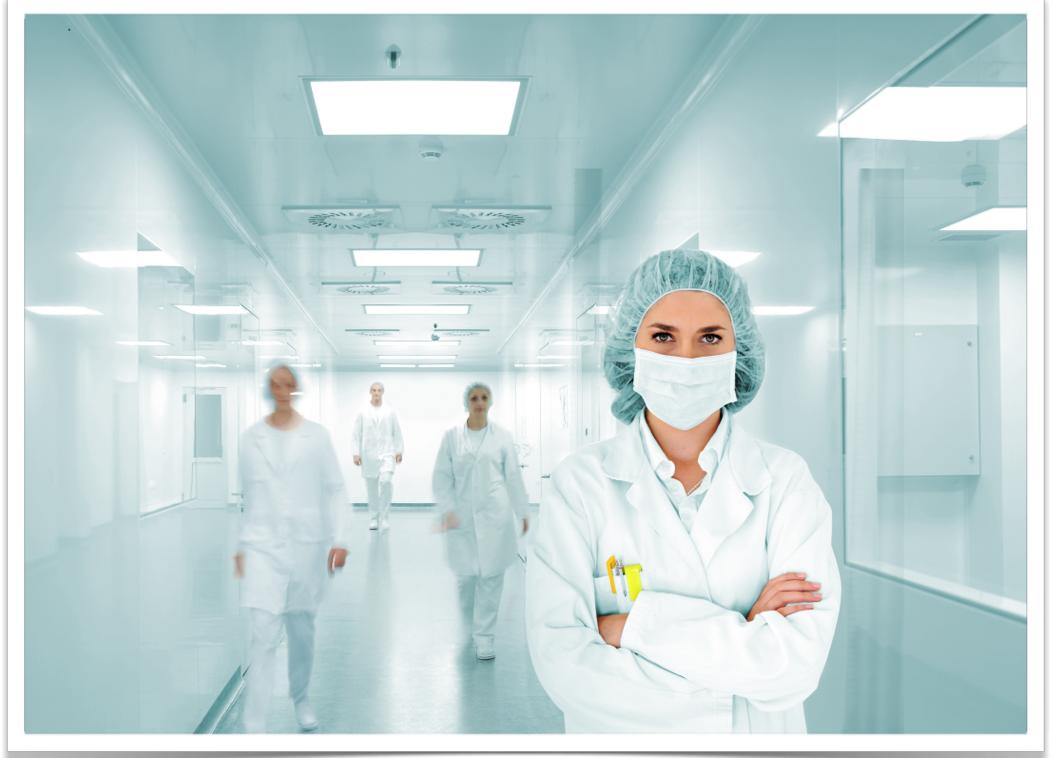
## Sage is transforming the marijuana industry from this. . .





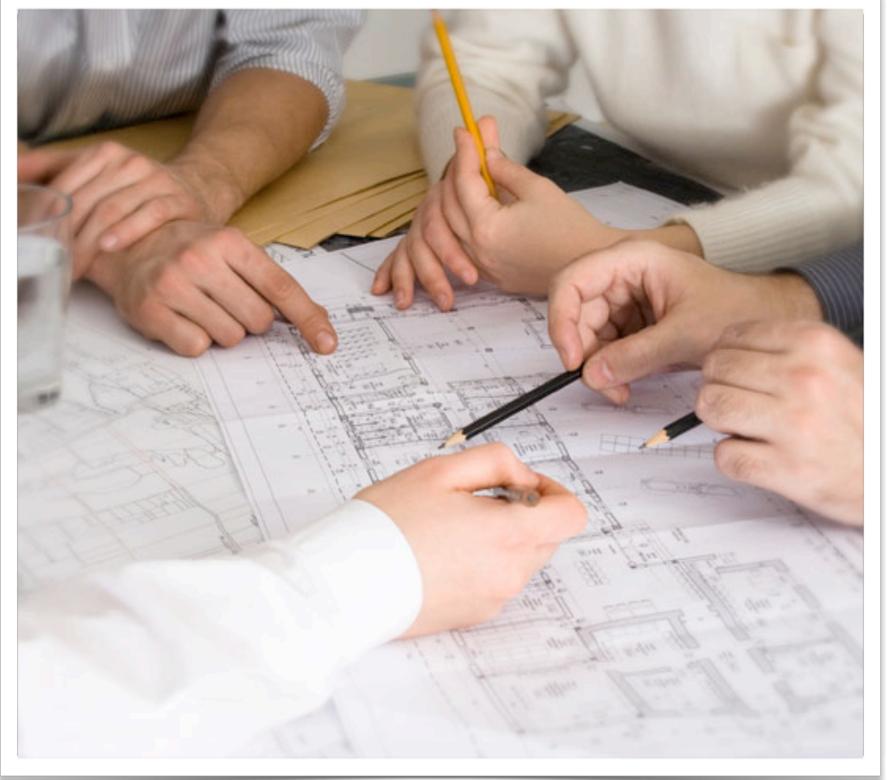
#### ...to this.





## **Professional Design and Construction**







## Milford Cultivation / Product Manufacturing Facility



#### **Reverse Osmosis Water Treatment**













#### **Carbon Dioxide Enrichment**





**Laboratory Operations** 



## **Professional Greenhouse Benching**





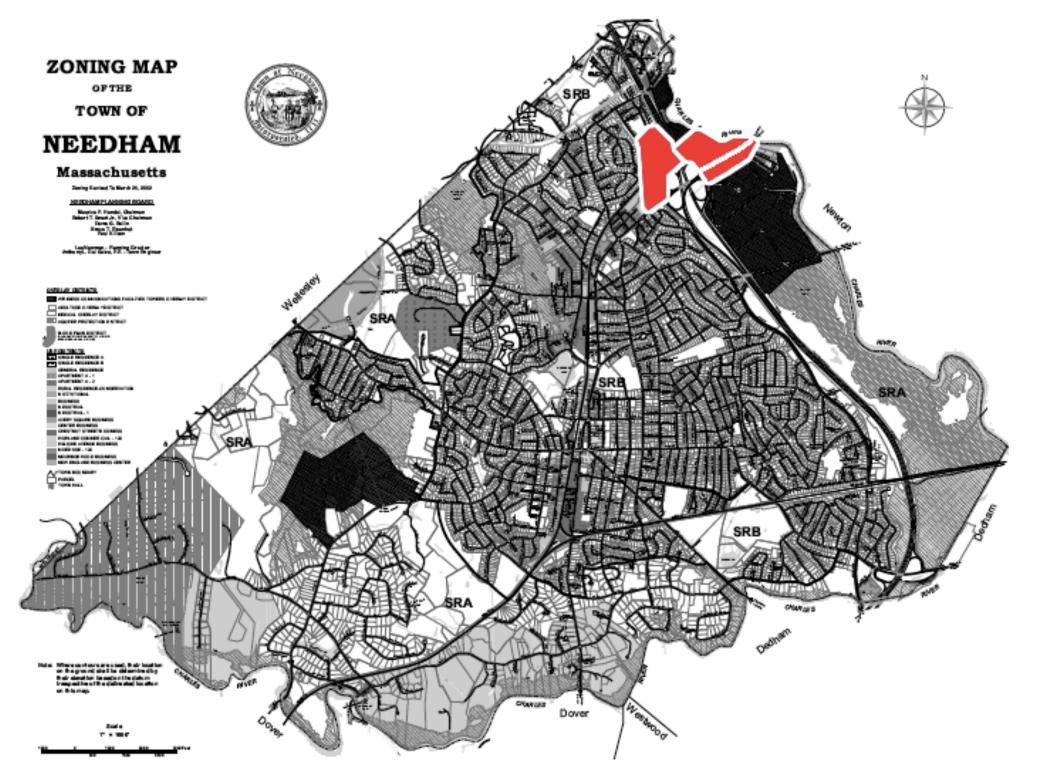
## Access to Capital is Critical





## Proposed Needham Dispensary





Proposed Needham Dispensary
29-37 Franklin Street





## Proposed Needham Dispensary 29-37 Franklin Street





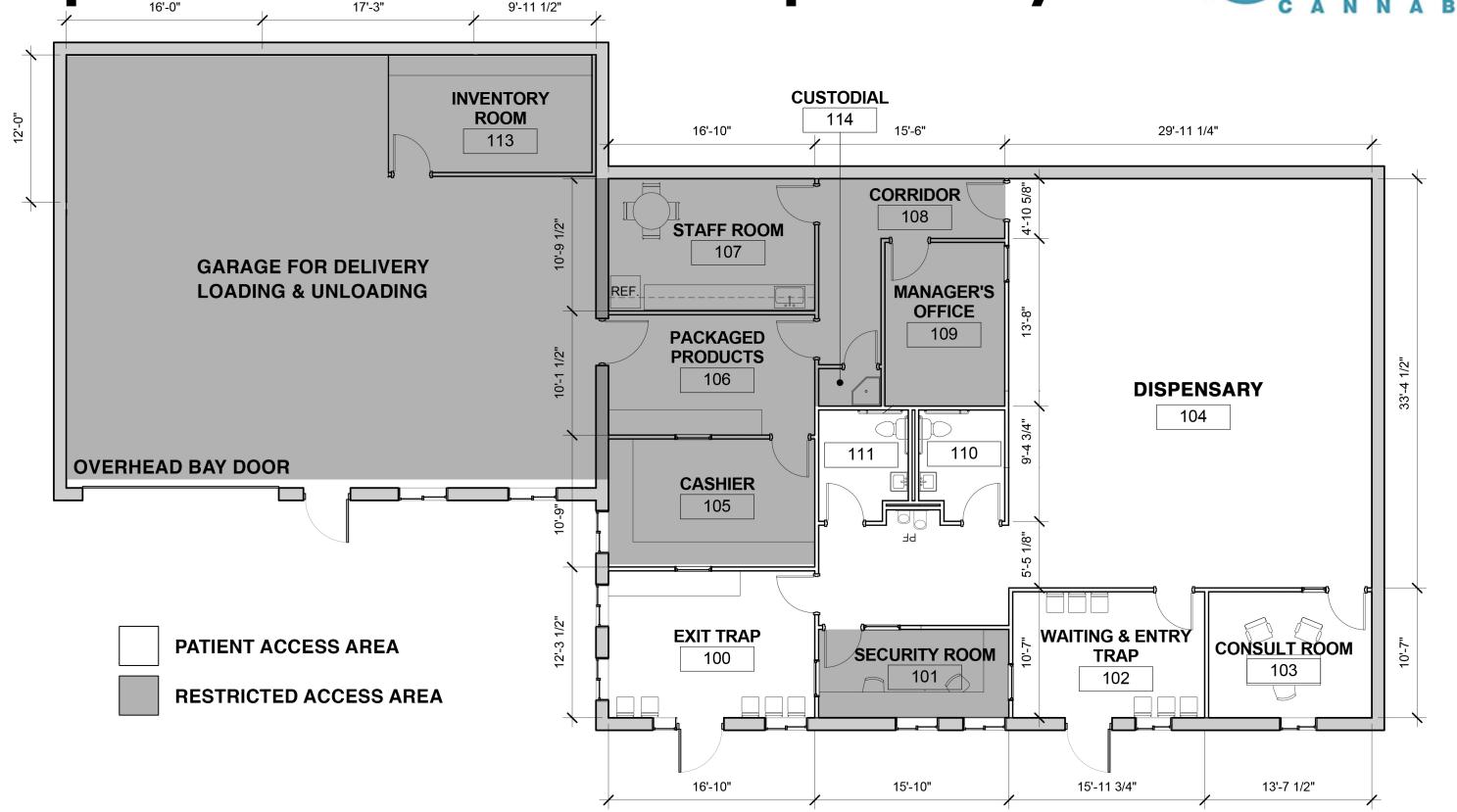
# Proposed Needham Dispensary 29-37 Franklin Street





Proposed Needham Dispensary





## **Entrance & Waiting Area**





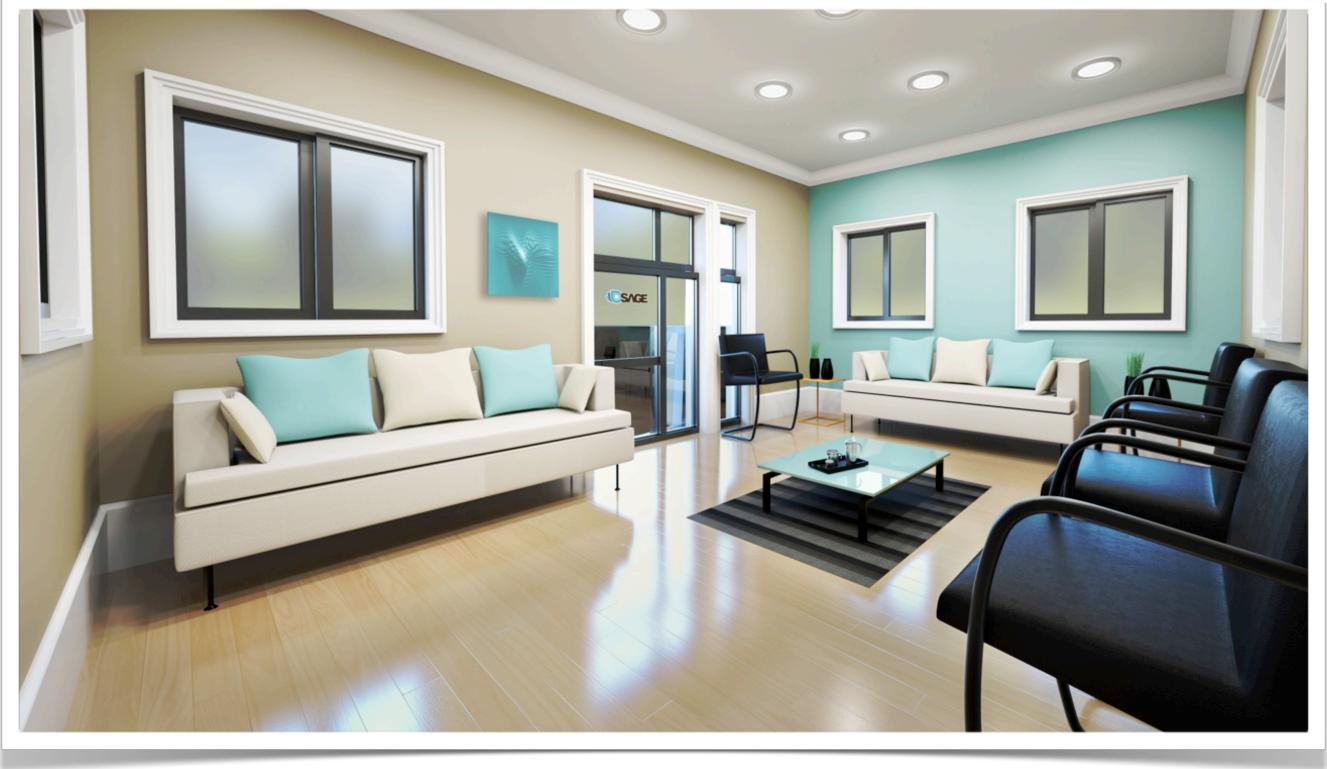
## Dispensary Sales Floor





## Fulfillment Area & Exit





## Internal Loading Area





## Security





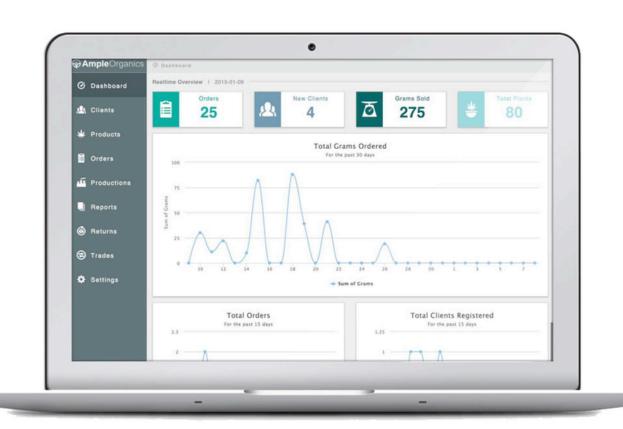


24/7 Video Surveillance

Zone Access Control

## Security







Seed-To-Sale Inventory Tracking and Control



EXIT

Retail Dispensary Only

- No Physician Onsite
- No Certifications Given
- No Onsite Usage
- No Loitering

## **Operational Statistics**



Hours of Operation:

40-80

Patient Visits per Day:

3-7

Patient Visits per Hour:

10 - 15 minutes

8:00am to 8:00pm

**Average Transaction Time:** 



# Patients MUST Have DPH Issued ID to Enter the Dispensary





Your registration with the Medical Use of Marijuana (MMJ) Program must be renewed annually. You may renew your registration up to 60 days prior to your registration anniversary date. Please note that in order to maintain an active registration, you must ALSO have an active certification from your certifying physician. This card is NOT valid if you do not have an active certification.

If found, return to:

Medical Use of Marijuana Program, 99 Chauncy St., 11th floor, Boston, MA 02111
Program website: mass.gov/medicalmarijuana
Program telephone number: 617-660-5370



## Minors are Never Allowed to Enter





#### Dispensary License is Reviewed Every Year





### Timeline

Complete Construction of Milford Facility
 April, 2016

Begin Plant Propagation in Milford
 May, 2016

Receive DPH Needham Dispensary License June, 2016

Planning Board & Building Permitting Process June, 2016

Begin Needham Dispensary Construction August, 2016

Needham Dispensary Grand Opening
 October, 2016



## Sage Is Different

- \* Proven and Fully Vetted Leadership Team
- \* Established Record of Execution
- \* Complete Cultivation and Processing Facility
- \* Timeline to Opening Much More Rapid
- \* Access to Capital
- \* Commitment to Community Partnership